

## Message Text

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PAGE 01 NOUAKC 00235 142205Z

73 R  
ACTION AF-18

INFO OCT-01 ISO-00 EB-11 INR-10 RSC-01 DRC-01 /042 W  
----- 100232  
R 131745Z MAR 74  
FM AMEMBASSY NOUAKCHOTT  
TO SECSTATE WASHDC 1949

LIMITED OFFICIAL USE NOUAKCHOTT 235

AF/N FOR AMBASSADOR MURPHY

EO 11652: NA  
TAGS: BPRO MR  
SUBJECT: LANG SUGAR REFINERY MANAGEMENT CONTRACT

REF: NOUAKCHOTT 214, SHURTLEFF-MURPHY LETTER DATED 3-10-74

1. IT NOW APPEARS THAT LANG WILL NOT RPT NOT GET NOUAKCHOTT SUGAR REFINERY MANAGEMENT CONTRACT. LANG'S BID MORE THAN DOUBLE THAT SUBMITTED BY ONLY COMPETITOR, SOCIETE MULTINATIONALE DE DEVELOPPEMENT POUR LES INDUSTRIES ALIMENTAIRES ET AGRICOLES (SOMDIAA), PARIS, WHICH 40 PERCENT OWNED BY TIELEMONT OF BELGIUM AND HAS WIDE EXPERIENCE IN SUGAR TRADE. LANG BASE PRICE AMOUNTED TO ABOUT DOLLARS 250,000 PER YEAR, VERSUS DOLLARS 120,000 OFFERED BY SOMDIAA. SOMDIAA ALSO OFFERED SUPPLY TECHNICAL STAFF AT COST, WHILE LANG WOULD CHARGE FROM DOLLARS 130 TO 200 PER DAY FOR TECHNICIANS AND MANAGERS.

2. PRITCHARD REP BUNNETTA, WHO NEGOTIATED FOR LANG, APPEARS UNCONCERNED THAT HIS COMPANY VERY UNLIKELY LAND MANAGEMENT CONTRACT. THERE HAS APPARENTLY BEEN SOME DISAGREEMENT AMONG LANG-ISC TOP BRASS AS TO WHETHER CONTRACT WORTH THE TROUBLE. AS RESULT, BUNNETTA ARRIVED HERE TO BEGIN NEGOTIATIONS WITHOUT RPT WITHOUT FIRM INSTRUCTIONS. BUNNETTA BELIEVES THAT SOMDIAA "GIVE-AWAY" PRICE RESULTS FROM THREE FACTORS: A) AN EXCESS OF READILY AVAILABLE SUGAR REFINERY TECHNICAL TALENT ALREADY ON PAYROLLS: B) INTEREST IN CONTRACT SUPPLY  
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RAW SUGAR TO NEW REFINERY HERE: AND, C) INTENTION USE

NON-EUROPEAN TECHNICIANS, AND THEREBY KEEP SALARY COSTS  
DOWN.

3. ABOVE FYI, ONLY.  
DECON 12/31/74.  
SHURTLEFF

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 MAR 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974NOUAKC00235  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** NOUAKCHOTT  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740347/aaaabrum.tel  
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**Locator:** TEXT ON-LINE  
**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
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**Original Previous Classification:** n/a  
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**Previous Classification:** LIMITED OFFICIAL USE  
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30 JUN 2005

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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LANG SUGAR REFINERY MANAGEMENT CONTRACT  
**TAGS:** BPRO, MR  
**To:** STATE  
**Type:** TE  
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